

THE NETWORKING EVENT OF THE YEAR IS JUST AROUND THE CORNER

There's Still Time

FOR FREE VALET PARKING, REGISTER NOW AT WWW.SMEIBALTIMORE.ORG

Pre-register online so you can begin to schedule your one-on-one 15 minute sales meetings.

Paid registrants will be called to select desired matching sessions by date / time of pre-registration.

Teaming For Growth

DIVERSITY PROCUREMENT FAIR



JUNE 24, 2008

Register by June 18th to be included in a FREE pre-event teleconference / webcast with experts that will help you prepare for this procurement fair.

THE ENGINEERS CLUB
AT THE GARRETT-JACOBS MANSION

11 WEST MOUNT VERNON PLACE • BALTIMORE, MD 21201



baltimore/washington
TOMPKINS

BUILDERS, INC.

SKANSKA

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FARGO**



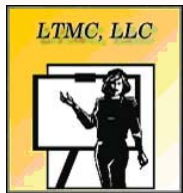
National Financial Legacy Group



Understanding what's important!



Baltimore City
Chamber of Commerce



STRATEGIES



MBESource
COMMUNICATION DESIGN

How many quality sales appointments can you complete in one day?
At this event, you could have up to 16 in only half of a day!
Plus up to 5 educational workshops.

Teaming for Growth is a Diversity Procurement Fair that can make that happen for you. On the morning of June 24, 2008, we are bringing together all in one place, buyer representatives from large companies and government entities that want to talk to a wide range of businesses... locally-owned businesses, small businesses, women / minority / veteran-owned businesses. Some may require official certifications but many accept self-certifications. Many are just happy to talk to quality providers regardless of their size or status.

The day will feature; scheduled one-on-one matching sessions with purchasing and procurement officers, educational workshops and a refreshments room set up just for strategic networking.

Attend as many of the Educational Workshops as you like:

- To start the day (7:30am): "How to Get the Most Out of Today" led by Joel Leifer, Action Coach
- "New Strategies and Tactics to Win Government Contracts " presented by Gloria Berthold of TargetGOV
- "The Benefits of a Mentor / Protégé Program" given by Oreta Stinson, Department of Navy's Mentor Protégé Program Manager and previous OSBDU rep. Ms. Stinson manages 10 Navy Mentor/Protégé programs.
- "How to Maximize the Veterans Federal Procurement Program to Grow Your Business" presented by Joseph Wynn, II - President and CEO, the VETS Group; Sr. Advisor, Vietnam Veterans of America; National Legislative Liaison, National Association of Black Veterans; Executive Committee, VET-Force and by Gail Wegner, Deputy Director and co-founder of the CVE and by Dawn Tucker, Lord and Tucker Management Consultants, LLC and Program Director for the VETS Group
- To conclude the fair (12:00N): "Successful Procurement Fair Follow-up" presented by Marcia Hall of Reputation Counts

Registration also includes a continental breakfast at the historic Engineers Club at the beautiful Garrett Jacobs Mansion in the Mt. Vernon art district of Baltimore City and light refreshments throughout the day. The Engineer's Club will offer a cash lunch to all attendees (usually only open to the private club members).

PRE-registration includes **FREE VALET PARKING**, pre-scheduling of matching appointments and a free event preparation webinar.

Register NOW at via the Sales and Marketing Executives International, Baltimore/Washington Chapter website at www.smeibaltimore.org.

Teaming For Growth... Diversity Procurement Fair

June 24, 2008

Registration Fee: \$40.00

- 7:00 - Check-In: Networking Room/Breakfast Buffet Opens
- 7:30 - Workshops Begin
- 8:00 - Matching Sessions Begin
- 12:30 - Optional post-event cash lunch provided by the Engineers Club

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AT THE GARRETT-JACOBS MANSION

11 West Mount Vernon Place Baltimore, MD 21201

Event details will be continuously updated at www.smeibaltimore.org.

For more information or for sponsorship opportunities please contact Kelsey Patterson at

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